



June 26, 2015

To: Executive Board

Subject: **Contract Award – CAD/AVL System Equipment (RFP No. 15-014)**

Recommendation

Authorize the Executive Director to negotiate final contract terms and conditions and award a contract to Avail Technologies, Inc. in the amount of \$13,994,788 for replacement of Foothill Transit's computer aided dispatch and automatic vehicle location (CAD/AVL) system, including equipment, installation, testing, training, system implementation, product support, and warranty.

Analysis

In March 2014, the Executive Board authorized the issuance of a Request for Proposals for procurement of equipment to replace Foothill Transit's aging SMARTBus System. Prior to release of the RFP, the services of a CAD/AVL subject matter expert were procured and the scope of work was developed. A pre-proposal conference and site visit was subsequently held on January 22, 2015 at which time prospective proposers were allowed to ask project related questions and visually inspect the facilities and vehicles to evaluate feasible installation locations of the needed equipment.

Foothill Transit received comprehensive proposals on April 2, 2015 from Avail, Clever Devices, INIT, LECIP, Scheidt and Bachmann, Trapeze and Xerox.

Each firm's proposal was evaluated for responsiveness and Financial Capacity by members of Foothill Transit's Procurement team, Foothill Transit's Special Legal Counsel, and Foothill Transit's Technical Consultants, the IBI Group. All proposers were recommended for inclusion in the technical evaluation phase.

The evaluation team consisted of six members of Foothill Transit's administrative staff, representing multiple functional areas of the organization. The IBI Group, Foothill Transit's technical consultants on the project, assisted the evaluation team and also served as subject matter experts during the evaluation process. Each technical proposal was evaluated based on the criteria and weighting below.

Technical Qualifications (weighted 75 percent of Overall Score).



- Qualifications of the Proposer (10 percent)
- Project Organization and Staffing Plan (15 percent)
- Management Plan (10 percent)
- Technical Approach, Work Plan, and Compliance with Technical Requirements (30 percent)
- System Warranty, Extended Warranty, and Software and Hardware Maintenance Plans (10 percent)

Three firms - Avail, Clever Devices, and Trapeze - were determined to be in the competitive range after the initial evaluation of each firm's written proposals and pricing. Each firm in the competitive range was interviewed by the evaluation team and the proposers were given scenarios to demonstrate their technology. Foothill Transit's Procurement team interviewed each firm's current clients and gathered references for each firm. The evaluation team visited transit agencies where the proposed equipment was being utilized to observe first-hand each vendor's proposed solution and discuss the effectiveness of those solutions with transit agency staff. Best and Final Offers (BAFOs) and responses to follow-up questions were then requested of the vendors to complete the evaluation process and determine the highest ranked proposer.

The committee's scoring is included as **Attachment A**. The committee scored the proposals in accordance with the criteria and weights in the RFP and Avail received the highest score.

Price (weighted 25 percent of Overall Score) was scored as follows:

- Base System plus Option One (Radio System Integration) – 22 Points
- Option Two (Real-Time Passenger Information System) – 1.5 Points
- Option Three (Business Intelligence Tool) – 1.5 Points

$$\text{Proposer's Price Score} = \frac{\text{Lowest Price}}{\text{Proposer's Price}} * \text{Price Points}$$

Avail's pricing takes into account all equipment, software, installation, testing, training, system implementation, product support, and warranty.

In addition to the evaluation of each firm's Technical Qualifications and Pricing, the reasonableness of each proposer's pricing was determined by an independent, third party firm with significant experience in this area.



The evaluation team selected Avail based on their level of satisfaction with the proposed hardware and software, their successful implementations at other transit properties, a project timeline of 24 months, and cost. Avail's system has been successfully deployed at 50 transit agencies across the country, including Antelope Valley Transportation Authority and Montebello Bus Lines, both in the greater Los Angeles area; The Rapid in Grand Rapids, Michigan; Pioneer Valley Transportation Authority in Springfield, Massachusetts. In particular, Avail also outlined a comprehensive system communications plan using Voice over Internet Protocol (VoIP) as requested in the RFP.

Foothill Transit's CAD/AVL system will utilize global positioning satellite technology to monitor the performance of our services and will be used to dynamically correct operational issues in real time as well as store historical data for future service improvements. Voice and data communication will be achieved using a combination of digital radio communication and Voice over Internet Protocol (VoIP) using cellular service, with backup digital voice communication service provided by Mobile Relay Associates, with whom Foothill Transit has had a long-term contractual relationship.

The Avail solution will consist of automatic vehicle location (AVL), computer aided dispatch (CAD), automatic passenger counters (APC), automatic voice annunciation (AVA), vehicle health monitoring (VHM), integrated real-time passenger information, and an integrated business intelligence tool. Implementation of the CAD/AVL system will provide significantly improved accuracy of the information available to staff and provided to customers and will result in safety, operational, and efficiency improvements for Foothill Transit.

Budget Impact

The adopted Fiscal Year 2015-2016 budget includes funding for the replacement of the existing CAD/AVL system, including equipment, installation, testing, training, system implementation, product support, and warranty.

Sincerely,

A blue ink signature of Kevin McDonald, Deputy Executive Director.

Kevin McDonald
Deputy Executive Director

A blue ink signature of Doran J. Barnes, Executive Director.

Doran J. Barnes
Executive Director

Attachment A
Request for Proposals (RFP) No. 15-014
CAD/AVL System Replacement

Proposal Evaluation

	Points	Evaluation Factor	Avail	Clever Devices	Trapeze
Technical Compliance	75	1. Qualifications of Proposer	8.62	9.07	7.12
		2. Project Organization and Staffing Plan	13.13	13.20	10.66
		3. Management Plan	8.75	8.88	6.92
		4. Technical Approach, Work Plan, and Compliance with Technical Requirements	25.00	26.90	19.00
		5. System and Extended Warranty and Software and Hardware Maintenance Plans	8.83	8.58	6.33
	Technical Points		64.33	66.63	49.92
Price	22	Base Price + Mandatory Option 1 Price	20.90	16.37	22.00
	1.5	Option 2 Price	1.50	0.04	0.45
	1.5	Option 3 Price	0.32	0.57	1.50
	Price Points		22.72	16.99	23.95
Total Points			87.05	83.62	73.87